



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

January 27, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: BWAY CORPORATION

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between BWAY Corporation and Alta Equipment Company– Itasca, Illinois 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.

Alta Equipment Company – Itasca, Illinois 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 Alta Equipment Company office in Itasca, Illinois. BWAY Corporation 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 July 29, 2013.

If you have any questions concerning this account, please contact Phil Klek (708) 878-1623, or email him at phil.klek@altaequipment.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Phil Klek, Alta Equipment Company

CONFIDENTIAL MATERIAL

FOR USE BY NMHG EMPLOYEES AND AUTHORIZED
NMHG DEALERS ONLY. DO NOT COPY OR
DISTRIBUTE.



Mr. Les Bradshaw
Vice President of Purchasing
BWAY Corporation
1515 W. 22nd Street, Suite 550
Oak Brook, IL 60523

Dear Mr. Bradshaw,

This letter serves as a Dealer Managed Agreement between BWAY Corporation as the buyer, Hyster Company (Hyster) as the manufacturer, and ALTA Equipment Company as the dealer administering the account. Through this agreement, ALTA extends its most favorable National Account pricing to BWAY, with provisions for all local dealers responsible for delivering and maintaining your equipment. This non-binding Agreement is mutually beneficial and outlines purchasing procedures only. BWAY is not required to purchase Hyster lift trucks.

BWAY will be responsible for notifying all BWAY management teams of this agreement. BWAY will place all orders with ALTA Equipment's Chicago office and will provide ALTA Equipment Company with up-to-date information regarding affected BWAY locations and contacts. ALTA Equipment Company will be responsible for timely placement of factory orders and coordination of new equipment installation at all locations within Hyster's dealer network.

ALTA Equipment Company, Hyster, and exclusive Hyster dealers appreciate the confidence you have placed in us to professionally service your account. Our National Account Program offers additional benefits with creative financing, customized service programs, and services to help lower your cost of operation.

Some or all of BWAY divisions may wish to take advantage of Hyster's Fleet Smart services, which can be tailored to your needs. Some of the benefits include an 800 number for Hyster service dispatch and centralized invoicing. Let me know if you would like information on this.

I will be assigned as BWAY's Account Manager and will be your point man to handle all matters for your program. Should you have any questions, please call me at 708-878-1623 or email me at phil.klek@altaequipment.com. I look forward to working with you and becoming a part of your continued service.

Sincerely,



Phil Klek
Major Account Manager
ALTA Equipment Company

Accepted by:



Les Bradshaw
Vice President of Purchasing
BWAY Corporation

Date: 7-29-2010

cc: Robert F. Kohler, President, Equipment Division-ALTA Equipment Company
Jay McNichols, Sales Manager, ALTA Equipment Company
Brett Schemerhorn, Vice President, Hyster Company

BWAY MANUFACTURING LOCATIONS

LOCATION	ADDRESS	CITY	STATE	ZIP CODE	PHONE NUMBER
Chicago	3200 S. Kibourn Avenue	Chicago	Illinois	60623	773-890-3300
Garland	3737 Miller Park Drive	Garland	Texas	75042	972-535-1100
Sturtevant	10277 Venice Avenue	Sturtevant	Wisconsin	53177	262-417-1201
Cincinnati	8200 Broadwell Road	Cincinnati	Ohio	45244	513-388-2200
Homerville	Highway 82 West	Homerville	Georgia	31634	912-487-4000
Trenton	Six Litho Road	Trenton	New Jersey	08638	732-997-4050
Fontana	11440 Pacific Avenue	Fontana	California	92337	951-361-4100
Memphis	4651 Hickory Hill Road, Suite 10	Memphis	Tennessee	38141	901-251-2800
York	599 Davies Drive	York	Pennsylvania	17402	717-840-2110
Atlanta	2160 Lithonia Industrial Boulevard	Atlanta	Georgia	30058	770-482-7318
Cidra	Road 172 KM 13.4	Cidra	Puerto Rico	00739	787-739-7401
Macon	101 Lillian Drive	Macon	Georgia	31217	478-746-7744
Atlanta	98 Amlajack Boulevard	Newnan	Georgia	30265	678-423-2801
Dallas	2651 Santa Anna Avenue	Dallas	Texas	75228	214-328-2721
St. Albert	35 Calder Place	St. Albert	Canada	T8N 5A6	780-458-5355
Dayton	7 Wheeling Road	Dayton	New Jersey	08810	732-997-4100
Toronto, Ontario	100 N. Queen Street	Toronto	Canada	M8Z 2E2	416-231-5020
Bryan	1591 N. Harvey Mitchell Parkway	Texas	Bryan	77803	979-779-5900
Indianapolis	6061 Guion Road	Indianapolis	Indiana	46254	317-298-6155
Valparaiso	4002 Montdale Drive	Valparaiso	Indiana	46383	219-462-8915
Cedar City	1033 N. Production Road	Cedar City	Utah	84721	435-865-1992
Leominster	196 Industrial Road	Leominster	Massachusetts	01453	978-537-4911
Dayton	7 Wheeling Road	Dayton	New Jersey	08810	732-997-4100