



HYSTER COMPANY

Americas Division

May 23, 2005

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: GEORGE MARSHALL, V-PRESIDENT, SALES
SUBJECT: BLUELINX CORPORATION

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between BlueLinx Corporation and Barloworld Handling – Decatur, GA 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 – Decatur, GA 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, GA. BlueLinx Corporation will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Larry Murray, Major Account Manager at (770) 597-7453.

Sincerely,

George Marshall

Vice-President, Sales

GM/wgw

Cc: Jeff Smith, Barloworld Handling
Larry Murray, Barloworld Handling
John Callahan, Hyster Company

