

**REVISED LOCATIONS
AS OF 10/22/04**

February 11, 2004

TO: CERTAIN DEALER PRINCIPALS & SALES MANAGERS

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

SUBJECT: BORAL INDUSTRIES, INC.

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

If you have any questions concerning this account, please contact Jeff Block at (770-987-7666 or e-mail jblock@handling.barloworld.com.

Sincerely,



Dave Hoehn

Vice-President, Sales Counterbalanced
and Warehouse Products

DH/wgw

cc: Jeff Block, Barloworld Handling
John Callahan, Hyster Company
Tim Mills, Hyster Company