



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
1 General Letter Book 2
Greenville, NC 27834

March 1, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: GEORGE MARSHALL, V-PRESIDENT, SALES EAST REGION

SUBJECT: EASTMAN CHEMICAL COMPANY

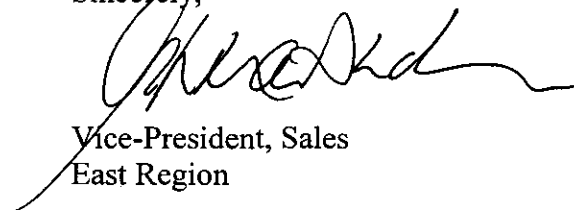
This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Eastman Chemical Company and Barloworld Handling – Decatur, GA who is responsible for administering the account.

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. Eastman Chemical Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Jason P. Smith, Account Manager at (800) 844-4568 or e-mail him at jpsmith@barloworld.handling.com.

Sincerely,



Vice-President, Sales
East Region

George Marshall

GM/wgw

c: Larry Murray, Barloworld Handling
Jason Smith, Barloworld Handling
John Callahan, Hyster Company





Barloworld
Leading brands

MAJOR ACCOUNT PURCHASE AGREEMENT

Between

BARLOWORLD HANDLING, LP
1315 Galway Street NE
Knoxville, TN 37917

And

Eastman Chemical Company
PO Box 511
Kingsport, TN. 37660

ATTN: Mr. Willie Frye

AGREEMENT: This Agreement shall go in effect on 2/06/06 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 indicating in this agreement.

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

Hyster Company
Cascade Corporation
Skyjack

Douglas Batteries
JLG
EVI Burden Carts

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:

Jason P. Smith, Account Manager
Barloworld Handling, LP
1315 Galway Street NE
Knoxville, TN 37917
Phone (800) 844-4568

AGREEMENT

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


Jason P. Smith, Barloworld Handling/Date

 02/06/2006
Authorized Customer Signature/Date

Eastman Chemical Company Manufacturing Sites

Country	State/Prov	City	Name	Street	Zip Code	Telephone
Netherlands		Rotterdam	Voridian Europoort B.V.	Markweg 201		31-10-2754-811
Netherlands		Middelburg	Eastman Chemical Middelburg, B.V.	35 Herculesweg	4338 PL	31-118-678000
Spain		San Roque	Voridian Espana S.A.	PG Ind Quadarranque, Manzana 3	11369	34-956-585-200
UK	England	Workington	Voridian Polymer Ltd. & Voridian England Ltd.	Siddick	CA141LG	44-190-060-9236
UK	Wales	Llangefni	Eastman Company UK Limited, Peboc Division	Industrial Estate	LL777YQ	01248 750724
Argentina		Zarate	Voridian Argentina S.R.L.	Camino Santa Ana S/NRO	2800	54-348-7429-900
Mexico		Cosoleacaque	Industrias Voridian, S.A. de C.V.	Rancho El Pipinaco	96340	52-92-1211-6000
Mexico		Uruapan	Eastman Chemical Uruapan, S.A. de D.V.	Paseo General Lazaro Cardenas #844	60080	52-45-2524
USA	Arkansas	Batesville	Arkansas Operations	PO Box 2357	72501-9680	870-698-1811
USA	Pennsylvania	Jefferson	Eastman Chemical Resins, Inc.	State Highway 837	15088-0567	412-384-2520
USA	South Carolina	Columbia	Eastman Chemical Company	PO Box 1782	29202	803-794-9200
USA	Tennessee	Kingsport	Eastman Chemical Company	PO Box 511	37660	423-229-2000
USA	Texas	Longview	Eastman Chemical Company	PO Box 7444	75607-7444	903-237-5000
USA	Virginia	Franklin	Eastman Chemical Resins, Inc.	27123 Shady Brook Trail	23837-2034	757-562-3121