



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
Wanda Woods
Greenville, NC 27834

October 12, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: GEORGE MARSHALL, VICE-PRESIDENT SALES – EAST REGION
SUBJECT: GERDAU AMERISTEEL

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Gerdau Ameristeel and Barloworld Handling, LP – Tampa, Florida, who is responsible for administering the account.

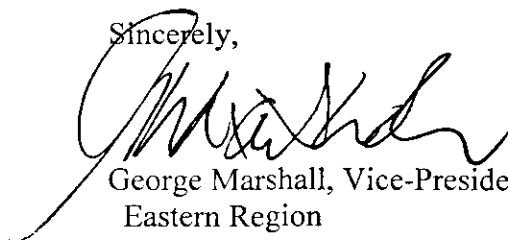
Please note the attached listing of plants/operations in your area and make contact with your local plant as soon as possible.

Barloworld Handling 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 Tampa, Florida. Gerdau Ameristeel will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in three years from the date of this agreement which will be September 6, 2009.

If you have any questions concerning this account, please contact Dominic Pyzynski, Major Account Manager at (813) 623-6700 or cell number (813) 363-9613.

Sincerely,



George Marshall, Vice-President Sales
Eastern Region

cc: Dominic Pyzynski, Barloworld Handling
Todd Rose, Barloworld Handling
John Callahan, Hyster Company





Barloworld
Leading brands

MAJOR ACCOUNT PURCHASE AGREEMENT

Between

**BARLOWORLD HANDLING, LP
3915 US Hwy 301
Tampa, Florida 33619**

And

**Gerdau Ameristeel
4221 W. Boy Scout Blvd. Suite 600
Tampa, Florida 33607**

ATTN: Mr. Mark Udler

AGREEMENT: This Agreement shall be in effect September 6, 2006 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.

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:

**Dominic Pyzynski, Major Account Manager
Barloworld Handling, LP
3915 US Hwy 301
Tampa, FL 33619 (Cell: 813-363-9613, Office: 813-623-6700)
or designated alternate**

DELIVERY: Lead times vary by product class, unit specification, and market demand. Barloworld will provide lead times at the time of quotation as well as provide a monthly lead time report for quick reference.

PAYMENT TERMS: 1%-10, Net 45 days



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DISCOUNT: Maximum Dealer Managed National Account Discounts as directed by Hyster will apply to all orders. Discounts will be applied to the list price of the base truck as well as all factory ordered options in effect at time of order.

Please see the following discount schedule in effect thru 12/31/2006:

Unit Description	Quoted Model Hyster	List Price	Discount	Factory Ordered Option Discount
3,000# Electric Reach Truck	N30XMR3 less B/C	\$31,523.00	45.00%	45.00%
3,500# 4 wheel Electric Lift Truck	E35XM less B/C	\$32,854.00	54.00%	54.00%
4,000# Electric Pallet Jack	W40Z	\$5,003.13	40.00%	40.00%
8,000# 4 wheel Electric Lift Truck	E80Z less B/C	\$60,366.00	55.00%	55.00%
6,000# Pneumatic Lift Truck	H60FT	\$36,403.00	48.00%	48.00%
7,000# Pneumatic Lift Truck	H70XM	\$54,476.00	50.00%	50.00%
8,000# Pneumatic Lift Truck	H80XM	\$56,390.00	50.00%	50.00%
9,000# Pneumatic Lift Truck	H90XMS	\$59,632.00	50.00%	50.00%
10,000# Pneumatic Lift Truck	H100XM	\$63,982.00	50.00%	50.00%
11,000# Pneumatic Lift Truck	H110XM	\$66,344.00	50.00%	50.00%
12,000# Pneumatic Lift Truck	H120XM	\$71,280.00	50.00%	50.00%
13,500# Pneumatic Lift Truck	H135XL	\$78,451.00	51.00%	51.00%
21,000# Pneumatic Lift Truck	H210HD	\$154,712.00	49.50%	49.50%
23,000# Pneumatic Lift Truck	H230HD	\$161,319.00	49.50%	49.50%
36,000# Pneumatic Lift Truck	H3600HD	\$193,442.00	48.00%	48.00%
55,000# Pneumatic Lift Truck	H550FS	\$381,094.00	27.00%	27.00%
6,000# Cushion Tired Lift Truck	S60FT	\$34,653.00	48.00%	48.00%
8,000# Cushion Tired Lift Truck	S80FT	\$50,720.00	46.00%	46.00%

Prices quoted are good through 2006. Prices in 2007 will be based on the percentages published in the Producers Price Index (PPI). The Producer Price Index (PPI) program measures the average change over time in the selling prices received by domestic producers for their output. The prices included in the PPI are from the first commercial transaction for many products and some services. Please see the following example of the PPI.

List price changes must be in writing with documented support data of the PPI, at least 30 days prior to becoming effective and must be acknowledged in writing by Gerdau Ameristeel Corporation.



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The Produce Price Index (PPI) for Capital Equipment can be found at the following address:
<http://www.bls.gov/ppi/home.htm>

After you open the web page...select "Commodity Data" under the GET DETAIL PPI STATISTICS.
Then select the Capital Equipment and retrieve data. Below is should be reported.

Series Id: WPUSOP3200 Not Seasonally Adjusted Group: Stage of processing Item: Capital equipment Base Date: 8200													
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
1995	135.9	136.1	136.2	136.4	136.5	136.4	136.6	136.6	135.7	138.0	138.3	138.1	136.7
1996	138.3	138.4	138.3	138.3	138.2	138.2	138.1	138.2	137.3	138.9	138.7	138.7	138.3
1997	139.0	138.9	138.8	138.6	138.1	138.1	137.8	137.7	137.2	138.5	138.3	137.9	138.2
1998	137.9	137.9	137.9	137.7	137.3	137.2	137.1	136.8	136.7	138.1	138.2	137.9	137.6
1999	137.8	138.0	137.7	137.8	137.6	137.2	137.0	136.9	136.7	138.5	138.3	138.3	137.6
2000	138.4	138.5	138.5	138.5	138.6	138.5	138.6	138.5	138.6	139.8	139.9	139.9	138.8
2001	140.0	139.6	139.7	139.9	139.5	139.4	139.7	139.6	139.5	140.0	139.9	139.9	139.7
2002	139.7	139.8	139.5	139.3	139.1	139.0	138.4	138.2	138.3	139.9	139.5	139.1	139.1
2003	139.3	139.2	139.9	139.1	139.0	138.9	138.9	139.2	138.9	140.8	140.5	140.2	139.5
2004	140.5	140.2	140.5	140.6	140.8	141.1	140.7	141.2	141.2	143.4	143.4	143.6	141.4
2005	144.4(P)	144.0(P)	144.3(P)	144.5(P)									

P: Preliminary. All indexes are subject to revision four months after original publication.

Example:

Contract date is March 2004

Contract Price Review date is March 2005

PPI in March 2005 = 144.3

PPI in March 2004 = 140.5

Take the 2005 year 144.3 and divide in by the base year 140.5 = which represents a 1.027 increase in LIST price.

If the truck list at \$20,000, then take $20,000 \times 1.027 = \$20,540$ or simply a 2.7% price increase.



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If the PPI increases less than 1% Hyster will not increase prices also prices increases will be capped at 5% in a given year. Also, we will not lower the price from the initial purchase agreement.

OPERATOR MANUALS: To be provided with all new Hyster Units

OPERATOR TRAINING: Upon delivery the supporting dealer will provide an operator orientation walk around to familiarize Gerdau Ameristeel with delivered units. Barloworld will furnish operator and pre shift inspection training on-site on a one time basis per location within 90 days of delivery of unit(s). Gerdau Ameristeel is responsible for travel expenses, Pier Diem, and the cost on supplies of the trainer. Gerdau Ameristeel at its option can send employees to a Barloworld location hosting an operator training class in lieu of onsite training if desired.

PREVENTATIVE MAINTENANCE: Attached is a sample preventative maintenance agreement used by Barloworld. The cost varies by servicing location. Costing can be provided at time of quotation. Please see the attached preventative maintenance agreement used by Barloworld detailing what is performed during the service.

EXTENDED WARRANTY: Please see attachment detailing option and costing.

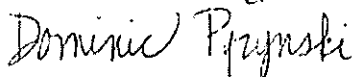
PARTS PRICING: Barloworld will extend Hyster Fleet pricing to Gerdau Ameristeel which represents a 25% discount over standard pricing. All Gerdau locations will be provided a single toll free number to our Atlanta based Customer Service Center in which the parts orders will be fulfilled. An invoice summary would be sent out to your mills monthly for approval then the summary billing could be forwarded to your corporate location for payment. Or corporate could be sent a summary statement that can be forwarded to the mills for approval. This will reduce parts invoices to 12 in total per year. Please see the attached recommended spare parts lists for each model quoted.

AGREEMENT

NOTIFICATION: Gerdau Ameristeel will notify their locations of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.


Gerdau Ameristeel

Dominic Pyzynski, Major Account Manager
Barloworld Handling, LP



10/2/06
Date

9/22/06
Date

Gerdau Ameristeel Locations

10/4/2006

Location	Function	Street Address	City	State	Postal Code	Main Phone
Cartersville	Bright Bar	8 Dent Drive	Cartersville	GA	30121-5167	770-383-6665
Orrville	Bright Bar	555 Collins Boulevard	Orrville	OH	44667	330-682-5555
Muncie	Coating	1810 S Macedonia Avenue	Muncie	IN	47302	765-286-5454
Chicago	Depot	13535 Torrence Avenue, Building A	Chicago	IL	60633	773-646-6363
Montreal	Depot	430 Stinson Avenue	Ville St Laurent	QC	H4N 2E9	514-744-6629
Youngstown	Depot	382 Rosemont Road	North Jackson	OH	44451	866-658-2958
West Allis	Detailing	Lincoln Center One, 2448 S 102nd Street, Suite 160	West Allis	WI	53227	414-327-3095
Washington	Engineering	17606 Main Street, Suite 202	Dumfries	VA	22026	703-445-1520
Aiken	Fabricating Plant	1977 Park Avenue, S.E.	Aiken	SC	29801	803-648-3261
Duluth	Grinding Ball	800 Garfield Avenue	Duluth	MN	55806-2636	218-722-5614
Manitoba	Metals	#1 Railway Street	Selkirk	MB	R1A 2B3	204-482-6701
Bismarck	Metals Recycling	1320 Airport Road	Bismarck	ND	58504	701-223-0339
Buffalo	Metals Recycling	776 Ohio Street	Buffalo	NY	14203	716-847-6200
Cornwall	Metals Recycling	3000 Copeland Drive	Cornwall	ON	K6H 6P7	613-933-1119
Jamestown	Metals Recycling	1510 10th Street N.E.	Jamestown	ND	58401	888-253-2461
London	Metals Recycling	2025 River Road	London	ON	N5W 6C4	519-455-4639
Minot	Metals Recycling	5801 Hwy 2 East	Minot	ND	58701	701-852-4441
North York	Metals Recycling	55A Fenmar Drive	North York	ON	M9L 1M3	416-745-3233
Oshawa	Metals Recycling	500 Waterloo Street	Oshawa	ON	L1H 3X1	905-576-7868
Williston	Metals Recycling	13896 West Front Street	Williston	ND	58801	800-820-5493
Milton	Metals Recycling/Depot	8645 Hwy 25 North	Milton	ON	L9T 4B6	905-875-4800
Lancaster	Rail Products	1888 Riverside Road	Lancaster	SC	29720	803-285-8444
Paragould	Rail Products	1301 Jones Road	Paragould	AR	72450	870-239-5010
Sand Springs	Rail Products	404 South Main Street	Sand Springs	OK	74063	918-241-7210
Sand Springs	Railway	1650 South 81st Avenue	Tulsa	OK	74127	918-245-8625
Columbus	Rebar Express	1750 Feddern Avenue	Grove City	OH	43123	614-277-9090
Knoxville	Rebar Express	2741 Mynders Avenue	Knoxville	TN	37921	865-546-5472
New Orleans	Rebar Express	325 Hord Street	Harahan	LA	70123	504-736-2110
Fargo	Recycling	3240 Main Avenue	Fargo	ND	58103	701-232-2429
Appleton	Reinforcing Steel	1180 South County CB	Appleton	WI	54914	920-832-0324
Atlanta	Reinforcing Steel	3811 Bank Street	Duluth	GA	30096-4151	770-476-1535
Belvidere	Reinforcing Steel	2595 Tripp Road	Belvidere	IL	61008	815-547-0400
Birmingham	Reinforcing Steel	3500 27th Avenue North	Birmingham	AL	35207	205-324-5561
Charlotte	Reinforcing Steel	301 Black Satchel Road	Charlotte	NC	28216-2941	704-399-9020
Cincinnati	Reinforcing Steel	2175 Schlichter Drive	Hamilton	OH	45015	513-869-7660
Decatur	Reinforcing Steel	2440 N Woodford	Decatur	IL	62526	217-362-0600
Eldridge	Reinforcing Steel	151 N 16th Avenue	Eldridge	IA	52748	563-285-4647
Ft. Lauderdale	Reinforcing Steel	2025 Tigertail Boulevard	Dania Beach	FL	33004	954-921-2500

Gerdau Ameristeel Locations

10/4/2006

Location	Function	Street Address	City	State	Postal Code	Main Phone
Independence	Reinforcing Steel	3117 Weatherford Road	Independence	MO	64055	816-254-7275
Indianapolis	Reinforcing Steel	3000 S Shelby Street	Indianapolis	IN	46227	317-791-8519
Jacksonville	Reinforcing Steel	9625 Florida Mining Boulevard	Jacksonville	FL	32257-1182	904-262-9770
Kansas City	Reinforcing Steel	1301 Chouteau Trafficway	Kansas City	MO	64120	816-231-3110
Louisville	Reinforcing Steel	12612 Avoca Road	Louisville	KY	40223	502-245-0256
Madison	Reinforcing Steel	2309 Advance Road	Madison	WI	53718	608-222-1220
Memphis	Reinforcing Steel	155 Progress Street	Collierville	TN	38017	901-853-8250
Nashville	Reinforcing Steel	4280 Sidco Drive	Nashville	TN	37204	615-832-6442
Northern Virginia	Reinforcing Steel	10924 Dennis W. Kearns Parkway	King George	VA	22485	540-775-8501
Orlando	Reinforcing Steel	1818 Atlanta Avenue	Orlando	FL	32806	407-423-8534
Raleigh	Reinforcing Steel	2126 Garner Road	Raleigh	NC	27610	919-833-9737
Sterling	Reinforcing Steel	3101 W Lincoln Hwy	Sterling	IL	61081	815-625-8682
Tampa	Reinforcing Steel	4006 Paul Buchman Highway	Plant City	FL	33565	813-752-7550
Trussville	Reinforcing Steel	3601 Mary Taylor Road	Birmingham	AL	35235	205-655-9424
Urbana	Reinforcing Steel	2500 North Shore Drive	Urbana	IL	61801	217-344-5400
York	Reinforcing Steel	1700 7th Avenue	York	PA	17403	717-846-7865
Baltimore	Sales Office	1001 Cromwell Bridge Road, Suite 306	Towson	MD	21286	410-337-9394
Columbia	Sales Office	114 Meadowbrook Lane	Lexington	SC	29072-9428	803-957-9466
Des Moines	Scrap	1220 Tuttle Street	Des Moines	IA	50309	515-282-2997
Gallatin	Steel	4831 US Hwy 42 West	Ghent	KY	41045-9704	859-567-3765
Beaumont	Steel Mill	100 Old Highway 90 West	Vidor	TX	77662	409-768-1211
Calvert City	Steel Mill	1035 Shar-Cal Road	Calvert City	KY	42029	270-395-3100
Cambridge	Steel Mill	160 Orion Place	Cambridge	ON	N1T 1R9	519-740-2488
Cartersville	Steel Mill	384 Old Grassdale Road, N.E.	Cartersville	GA	30121	770-387-3300
Charlotte	Steel Mill	6601 Lakeview Road	Charlotte	NC	28269	704-596-0361
Jackson	Steel Mill	801 Gerdau Ameristeel	Jackson	TN	38305	731-424-5600
Jacksonville	Steel Mill	16770 Rebar Road	Baldwin	FL	32234	904-266-4261
Joliet	Steel Mill	One Industry Avenue	Joliet	IL	60435-2653	815-723-9335
Knoxville	Steel Mill	1919 Tennessee Avenue	Knoxville	TN	37921	865-523-0424
Manitoba	Steel Mill	27 Main Street	Selkirk	MB	R1A 2P6	204-482-3241
Perth Amboy	Steel Mill	225 Elm Avenue	Perth Amboy	NJ	08862	732-442-1600
Sand Springs	Steel Mill	220 North Jefferson Street	Sand Springs	OK	74063-7914	918-245-1335
Sayreville	Steel Mill	North Crossman Road	Sayreville	NJ	08872	732-721-6600
St. Paul	Steel Mill	1678 Red Rock Road	St. Paul	MN	55119	651-731-5600
Whitby	Steel Mill	Hopkins Street South	Whitby	ON	L1N 5T1	905-668-8811
Wilton	Steel Mill	1500-2500 West 3 rd Street	Wilton	IA	52778	563-732-3231
Tampa	Technical Resource Center	3915 Riga Boulevard	Tampa	FL	33619	813-740-3300
Beaumont	Wire	220 Avenue A	Beaumont	TX	77701-2610	409-835-3712

Gerdau Ameristeel Locations

10/4/2006

Location	Function	Street Address	City	State	Postal Code	Main Phone
Carrollton	Wire	1915 John Connally Drive	Carrollton	TX	75006-5442	972-416-7798