



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Jaime McNeill
Discount Administrator
Hyster Company, Greenville, NC
1-01 1-04
1-07

January 17, 2002

TO: ALL HYSTER DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, V-PRESIDENT SALES, COUNTERBALANCED TRUCKS

SUBJECT: GREIF BROS. CORPORATION

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Greif Bros. Corporation and Hyster Mideast, 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.

Hyster Mideast 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 Hyster Mideast office in Columbus, Ohio. Greif Bros. Corporation will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Hersh Atkinson at (614) 871-1571.

Sincerely,

HYSTER COMPANY

Vice-President, Sales
Counterbalanced Trucks

Dave Hoehn

cc: Hersh Atkinson, Hyster Mideast
Tom Moore, Hyster Company

January 9, 2002

LOCATION NAME	MAILING ADDRESS	PHONE	FAX	LOCATION MANAGER
Aliso (ISC-Steel)	4300 West 130th Street Aliso, IL 60803	708-371-4777	708-371-2047	Dennis Mullin
Amherst (Rivarville) (CCP-Containerboard)	851 Fibre Plant Road Rivarville, VA 24853 PO Box 839 Amherst, VA 24821	804-933-4100	804-933-4175	Mike Giles
Borzon Corporation (ISC-Plastic Pallets)	1425 E. Dublin Granville Road Suite 102 Columbus, OH 43229	614-781-1474	614-781-1516	Ron Robichaud
Boreaville (ISC-Fibre Drums)	230 W. College Avenue Boreaville, AR 72601-6810	870-793-4127	870-793-2969	Ron Watkins
Bolleville (Greif Bros. Canada Inc.) (ISC-Plastic Drums)	300 University Avenue PO Box 784 Belleville, ONT K8N 8B8	613-968-6429	613-968-2849	Greg Nicholson
Bladenboro (ISC-Steel Drums)	409 E. Elm Street PO Box 115 Bladenboro, NC 28320	910-863-4121	910-863-3586	Charles Johnson
Bradley (ISC-Plastic Drums)	150 East North Street Bradley, IL 60915	815-933-7578	815-933-7573	Jeff Lahey
Canton (ISC-Steel Drums)	300 Industrial Drive Canton, MS 39046	601-889-2048	601-889-2018	Ron Tillman
Centralia (CCP-Corrugated Containers)	2308 Wabash Avenue PO Box 828 Centralia, IL 62801	618-832-6784	618-833-4141	Bob Bauer
Charlotte (ISC-Fibre Drums)	900 Westinghouse Blvd. PO Box 7026 Charlotte, NC 28278	704-588-3895	704-588-9243	Khalis Rahman
Chickasaw (ISC-Distribution Center)	500 N. Craft Highway Chickasaw, AL 36111	334-487-0926	334-487-0926	Brian Clark
Corporate (Main Office)	425 Winter Road Delaware, OH 43015	740-549-6000	740-549-6100	N/A
Cresla (ISC-Fibre Drums)	1200 Radcliff Road PO Box 189 Cresla, AL 36828	334-679-9879	281-679-9945	Richard Ledbetter
Culloden (ISC-Fibre Drums)	2423 Lower Virginia Avenue PO Box 288 Culloden, WV 25510	304-743-9046	304-743-6115	Burch Kennedy
Decatur (CCP-Corrugated Containers)	7573 N. Route 48, Box 248 Oreana, IL 62554-0248	217-468-2396	217-468-2264	Paul Smith
Delaware Rd	1201-A S. Hawk Road Delaware, OH 43015	740-549-6121	740-549-6129	Joseph Greba
Denver (ISC-Distribution Center)	3963 Walnut Street Denver, CO 80208-3349	303-297-9901	303-297-9907	Mike Miller
Eagan (CCP-Sales Office-Rosemount)	Yankee Square I 3440 Federal Drive Suite 150 Eagan, MN 55122	651-686-4810	651-686-4749	Mike Patton
Englishtown (ISC-Fibre Drums)	45 Princeton Way Englishtown, NJ 07726	609-448-5300	609-448-7106	Goff Eaton
Ferdinand (CCP-Corrugated Containers)	235 Scenic Industrial Drive Ferdinand, IN 47532	812-367-1755	812-367-1789	Don Hilton
Fibre Tambor, S.A. de C.V. (MEXICO) (ISC-Fibre Drums)	Av. 16 de Septiembre No. 200 Col. Alice Blanco Nauvojon de Juarez, Estado de Mexico, CP 83370	(011) 525-876-0422	(011) 525-358-2817	Athura Guerra
Florence (ISC-Steel Drums)	7425 Industrial Road Florence, KY 41042	859-282-9988	859-282-0806	Terry Moore
Fontana (ISC-Steel Drums)	8250 Almaria Avenue Fontana, CA 92335-3229	909-380-2112	909-350-0830	Tim Seymour
Porteria (CCP-Corrugated Containers)	2307 W. Corporate Drive Porteria, OH 44830	419-435-2100	419-435-2423	John Rice
Fruitland (Greif Bros. Canada Inc.) (ISC-Fibre Drums)	349 Leaside Avenue Stoney Creek, ONT L8E 2N8	905-662-5665	905-662-3224	Red Elliott
Ft. Worth (Haltom City) (ISC-Fibre Drums)	3800 N. Beach Street Haltom City, TX 76137	817-834-6333	817-831-1322	George Pederson
Great Lakes Corrugated (CCP-Corrugated Containers)	1400 Metzinger Road Toledo, OH 43612 PO Box 740 Toledo, OH 43697	419-726-3491	419-726-2703	Dale Irwin
Greenville (ISC-Steel Pallets)	526 Markwith Avenue Greenville, OH 45331	937-548-4111	937-548-8029	Tony Perotini
Hazleton (CCP-Transit Protection Products/Dor-Kor)	480 Jaycee Drive Hazleton, PA 18201	570-454-2458	570-454-7977	Jeff Wyborney

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LOCATION NAME	MAILING ADDRESS	PHONE	FAX	LOCATION MANAGER
Hazleton (COP-Distribution Center)	11 Maplewood Drive Humboldt Industrial Park Hazleton, PA 18201	570-384-5026	570-384-5027	Jeff Wybornay
Houston (ISC-Fibre Drums)	8910 Wallisville Road Houston, TX 77029 PO Box 24307 Houston, TX 77229	713-675-8241	713-671-2723	Lee Gilmore
Houston (ISC-Plastic Drums)	9280 Baythorn Road Houston, TX 77041	713-462-0073	713-462-0418	Thomas Meyer
Houston (ISC-Sales Office)	18511 W. Vantage Parkway Suite 286 Houston, TX 77082	281-219-2100	281-219-2380	Jessica Aguilar
Huntington (COP-Corrugated Containers)	409 Buffington Street PO Box 3068 Huntington, WV 25702	304-525-0342	304-525-0450	Bob Dozer
Huntington (COP-Distribution Center)	1602 Commerce Avenue Huntington, WV 25703	304-525-0129	N/A	Bob Dozer
Huntington Information Center	400 Laxalla Road Suite 10 Columbus, OH 43240	614-825-5900	614-825-5983	John Rias
Kansas City (ISC-Fibre Drums)	3340 N. Seventh Street, Trafficway Kansas City, KS 66115-1107	913-371-0828	913-371-0834	Terry Moega
Kingsport (ISC-Fibre Drums)	856 Fordtown Road PO Box 5068 Kingsport, TN 37663-0068	423-239-6124	423-239-3333	Clint Gathings
La Palma (ISC-Fibre Drums)	5701 Fresca Drive La Palma, CA 90623-1092	714-523-9580	714-523-2040	George Gray
La Porte (ISC-Steel Drums)	10700 Strong Road La Porte, TX 77571	281-471-0731	281-471-1757	David Jennings
La Porte (Houston-ISC-Steel Drums)	10880 Strong Road La Porte, TX 77571	281-867-9014	281-867-0951	Mendon King
La Salle (Greif Bros. Canada Inc.) (ISC-Fibre Drums)	7000 Allard Street La Salle, QUE H8N 1Y7	514-363-0721	514-363-9467	Daniel Bazea
Lavonia (ISC-IBC)	160 Alex Street PO Box 456 Lavonia, GA 30553-0456	706-386-3400	706-386-3401	Joe Rappold
Lawrenceville (ISC-IBC's)	1030 Race Court Lawrenceville, GA 30043	770-995-7313	770-995-7483	Joe Rappold
Lithonia (ISC-Fibre Drums)	2000 Lithonia Industrial Blvd. Lithonia, GA 30058	770-482-7221	770-482-8362	Dan Curtis
Lithonia (ISC-Laminating)	2002 Lithonia Industrial Blvd. Lithonia, GA 30058	770-482-8930	770-482-7067	Mike Ogilvie (Operations Mgr)
Lloydminster (Greif Bros. Canada Inc.) (ISC-Fibre/Plastic/Steel Drums)	540152nd Avenue Lloydminster, ALB T9V 1P8 PO Box 191 Lloydminster, ALB S9V 0Y1	780-875-4421	780-878-6010	John Acton
Lockport (ISC-Plastic Drums)	1225 Davless Avenue Lockport, IL 60441	815-838-7210	815-838-8521	Dean Babcock
Lombard R&D (ISC-Testing and R&D)	245 Eisenhower Lane, S. Lombard, IL 60148-8792	630-620-3400	630-620-3427	Leigh Evans
Lombard Sales (ISC-Sales Office)	228 Eisenhower Lane, S. Lombard, IL 60148	630-953-2288	630-953-2626	Addison Kilbarda
Louisville (COP-Corrugated Containers)	5151 Interchange Way Louisville, KY 40229	502-966-6105	502-964-8886	Max Marley
Macon (COP-Transit Protection Products/Dor-Kor)	900 Joe Tanpin Industrial Blvd. Macon, GA 31217	478-743-5851	478-743-5853	Boots Summers
Mansfield (ISC-Fibre Drums)	73 Plymouth Street PO Box 838 Mansfield, MA 02048-0838	508-339-2300	508-339-9291	Tom Witherby
Maple Grove (Greif Bros. Canada Inc.) (ISC-Wood Pallets)	211-C Maple Grove Road Maple Grove, QUE J6N 1L4	450-429-1179	450-429-3300	Helene Salegon
Massillon (COP-Containerboard) E-mail: cshaw@greifusa.com	9420 Worthington Road Massillon, OH 44646 PO Box 675 Massillon, OH 44648-0675	330-879-2101	330-879-5974	Chip Shaw
Merced (ISC-Steel Drums)	2400 Cooper Avenue Merced, CA 95348 PO Box 2146 Merced, CA 95344	209-383-4396	209-383-5204	Ferrell Smith
Midland (ISC-Distribution)	401 Barth Street Midland, MI 48640	989-631-5400	989-631-4695	Don Bailey
Milton (Greif Bros. Canada Inc.) (ISC-Fibre Drums)	383 Main Street Milton, ONT L9T 1P7	905-878-9641	905-878-8057	Gord Bates

LOCATION NAME	MAILING ADDRESS	PHONE	FAX	LOCATION MANAGER
Minneapolis (ISC-Fibre Drums)	3755 University Avenue, N.E. Minneapolis, MN 55421-3788	763-788-9118	763-788-1090	Mark Fairfleck
Morgan Hill (ISC-Fibre Drums)	285 San Pedro Avenue Morgan Hill, CA 95037-8298	408-779-2161	408-779-5320	John Saldade
Mt. Sterling (ISC-Plastic Drums)	215 Midland Trail Industrial Park Mt. Sterling, KY 40383	859-498-6863	859-498-2958	Doug Reeves
Naperville (ISC-Fibre Drums)	5 S. 220 Frontenac Road Naperville, IL 60563	630-961-1964	630-961-1944	Harold Sedhrast
Niagara Falls (Greif Bros. Canada Inc.) (ISC-Main Office)	4475 Park Street Niagara Falls, ONT L2E 2P2 PO Box 27 Niagara Falls, ONT L2E 6S8 PO Box 398 Niagara Falls, NY 14302-398	905-358-3271	905-358-6968	Elena Drost
Oakville (Greif Bros. Canada Inc.) (ISC-Steel Drums)	165 Wyecroft Road Oakville, ONT L6K 3N8	905-842-1473	905-842-0116	Stew Russell
Omaha (CCP-Multwall Packaging)	4340 S. 140th Street Omaha, NE 68137-4502	402-895-0430	402-895-5083	Sean Nastasi
Ontario (ISC-Distribution Center)	1805 Dupont Avenue Suite D Ontario, CA 91761	909-390-3148	909-390-3158	Dan Whitney
Posen (Dixmoor) (CCP-Transit Protection Products/Dor-Kor)	14183 S. Western Avenue Dixmoor, IL 60436 PO Box 341 Posen, IL 60469	708-371-9080	708-371-9993	Ken Morris
Posen (CCP-Distribution Center) Processing Center	2218 W. 138th Street Blue Island, IL 60406 250 E. Wilson Bridge Road Suite 175 Worthington, OH 43085	708-371-8603	708-371-8659	Ken Morris
Quincy (ISC-Distribution Center)	2925 Wisman Lane PO Box 3682 Quincy, IL 62305-3682	217-223-6329	217-223-0606	Jeremy Simmons
Reno (CCP-Corrugated Containers)	St. Rt. B and 62, Box 395 Reno, PA 16343	814-676-8850	814-676-2722	Bill Maan
Rosemount (CCP-Multwall Packaging)	2750 145th Street, W. Rosemount, MN 55068-4998	651-423-2216	651-423-1978	Bill Spence
Roseville (CCP-Corrugated Containers)	20101 Cornhill Drive Roseville, MI 48066-1766	810-415-0000	810-415-0005	Gary Corrie
Roswell (Formerly Marietta) (ISC-Sales Office)	1111 Houze Rd Suite 101 Roswell, GA 30076	770-552-5730	770-552-5749	Bob Hausleiter
Soterre LLC (Headquarters) (Timber)	439-A Katherine Drive, Suite B Flowood, MS 39208 PO Box 0018 Jackson, MS 39215-0018	601-933-0088	601-933-0099	John Baker
Soterre LLC (Amite) (Timber)	62236 Commercial St., Roseland, LA 70456/ P. O. Box 828, Roseland, LA 70456	504-748-8101	504-748-4848	Steve Stewart (Regional Manager)
Soterre LLC (Amite Unit) (Timber)	62236 Commercial St., Roseland, LA 70456/ P. O. Box 828, Roseland, LA 70456	504-748-8101	504-748-4845	Johnny Pittman (Forester)
Soterre LLC (Bardonia Springs) (Timber)	167 County Road 88 Fruitburg, AL 36262	256-463-5284	256-463-7318	Erma Combs (Forester)
Soterre LLC (Crane Hill) (Timber)	690 Alabama Hwy 89 South PO Box 1705 Hanceville, AL 35077	256-287-2923	256-287-2083	Allen Kirby Lay (Forester)
Soterre LLC (Evergreen) (Timber)	106 McEhee Street PO Box 111 Evergreen, AL 36401	334-578-5627	334-578-5620	Sidney Lambert (Forester)
Soterre LLC (Hammond) (Timber)	25098 E. Lester Road Larimore, LA 70446 PO Box 308 Tickfaw, LA 70466	504-542-1536	504-542-6091	Donald Scott (Forester)
Soterre LLC (Marianna) (Timber)	2977 Pennsylvania Avenue Marianna, FL 32448 PO Box 389 Marianna, FL 32447-0389	850-482-3089	850-482-4933	Terry Porter (Forester)
Soterre LLC (Ragland) (Timber)	127 Church Street PO Box 128 Ragland, AL 35131	205-472-2531	205-472-2531	Ernest Combs (Forester)
Soterre LLC (Roland) (Timber)	24908 Highway 300 Roland, AR 72135	501-868-9901	501-868-9901	E.P. Junkin (Forester)

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Soterra LLC (Thomasville) (Timber)	31 Davis Avenue, W. PO Box 217 Thomasville, AL 36784	334-636-0526	334-636-0526	Jerry Bennett (Forester)
Spotswood (ISC-Fibre Drums)	192 Sunnyside Road Spotswood, NJ 08884	732-251-3100	732-251-7636	George Wallace
Stockton (CCP-Transit Protection Products/Dor-Kor)	3801 N. Navona Road Stockton, CA 95215	209-931-0917	209-931-4956	Randy Gray
Stoney Creek (Greif Bros. Canada Inc.) (ISC-Steel Drums)	370-380 Miller Road Stoney Creek, ONT L8E 2H8	905-664-4433	905-664-4491	Jim Ellis
Stroudsburg (ISC-Steel Drums)	105 Kremer Avenue Stroudsburg, PA 18360	570-421-7691	570-421-2080	Ron Bogart
Taylor (ISC-Fibre Drums)	15801 Huron Street PO Box 128 Taylor, MI 48180-0128	734-282-3440	734-282-3444	John Ryan
Teterboro (ISC-Fibre Drums)	10 Malcolm Avenue Teterboro, NJ 07608	201-288-1600	201-288-9474	Larry Hubler
Tiffin (CCP-Corrugated Containers)	277 Wall Street Tiffin, OH 44883	419-448-4412	419-448-4637	John Rice
Tonawanda (ISC-Fibre Drums)	2122 Colvin Blvd. Tonawanda, NY 14150-6908	716-836-4200	716-836-7817	Bob Brown
Twin Oaks (ISC-Fibre Drums)	3031 Market Street Twin Oaks, PA 19014	610-485-8148	610-485-0885	Tom Coop
Van Wert (ISC-Fibre Drums)	975 Glenk Street Van Wert, OH 45891	419-232-5200	419-238-2563	Doug Banner
Vancouver (CCP-Distribution Center)	701 W. Scott Woodland, WA 98674	360-225-9995	360-225-3664	Mike Lash
Waco (CCP-Transit Protection Products/Dor-Kor)	7201 Imperial Drive Waco, TX 76712	254-772-8800	254-772-0421	Mike Mulligan
Waco (CCP-Distribution Center)	903 Franklin Avenue Waco, TX 76701	254-734-8977	254-772-0421	Mike Mulligan
Warminster (ISC-Steel Drums)	695 Lewis Drive Warminster, PA 18974	215-956-2400	215-956-2447	Paul Heise
Washington (CCP-Corrugated Containers)	5 Grable Road Washington, PA 15301	724-222-8300	724-222-0210	Goeff Landry
Washington (CCP-Distribution Center)	901 Vermont Street Washington, PA 15301	724-229-2824	724-229-2526	Goeff Landry
Wayne (ISC-Sales Office)	485 Devon Park Drive Suite 103 Wayne, PA 19087	610-293-3242	610-293-6809	John Dergentis
W. Hazleton (ISC-Plastic Drums)	95 Jaycee Drive W. Hazleton, PA 18201	570-459-9075	570-459-9076	Eric Nelson
Winchester (CCP-Corrugated Containers)	400 Rt. Sterling Road PO Box 533 Winchester, KY 40391	859-744-5267	859-744-5173	Joe Sum
Windsor Locks (ISC-Fibre Drums)	491 North Street Windsor Locks, CT 06096	860-623-2641	860-654-1571	David Brzezowski
Winfield (ISC-Steel Drums)	7604 Railroad Avenue Winfield, KS 67156	620-221-2830	620-221-2393	Don Randall
Winona R&D (Greif Bros. Canada Inc.) (ISC-Fibre Drums)	725 Arvin Avenue Stoney Creek, ONT L8E 8R3	905-643-4341	905-643-4427	Red Elliott
Woodland (CCP-Transit Protection Products/Dor-Kor)	701 W. Scott Woodland, WA 98674	360-225-9995	360-225-3664	Mike Lash
Wright City (ISC-Fibre Drums)	401 W. South Service Road PO Box 730 Wright City, MO 63390	636-748-9126	636-748-9252	Jack Flagg
Zanesville (CCP-Corrugated Containers)	2225 Freit Road PO Box 2550 Zanesville, OH 43702-2550	740-482-9947	740-454-1787	Jerry Nolder
Zanesville (CCP-Distribution Center)	1043 Muskingum Avenue Zanesville, OH 43701	740-482-4100	740-482-4821	Jerry Nolder