



HYSTER COMPANY

Americas Division

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

April 10, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: TOM SAPUTO, V-PRESIDENT – SALES, WEST REGION & CANADA
SUBJECT: LONGVIEW FIBRE COMPANY

This is to confirm a formal Dealer Major Account Agreement for Hyster product between Longview Fibre and Pape' Material Handling – Portland, OR 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.

Pape' Material Handling – Portland, OR 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 Pape' Material Handling office in Portland, OR. Longview Fibre Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Jim Bakkensen, Territory Manager at (503) 639-8910 or fax (503) 620-1111.

Sincerely,

Tom Saputo
Vice-President, Sales
West Region & Canada

TS/wgw

Cc: Jim Bakkensen, Pape' Material Handling
Dave Laird, Pape' Material Handling
Kerry Hockemeyer, Hyster Company



**MATERIAL
HANDLING**

September 16, 2005

Noelle Jacobs
Longview Fibre Company
PO Box 639
Longview, WA 98632

Dear Noelle:

Longview Fibre, Hyster Company and Papé Material Handling, who is responsible for administering the account, hereby enter into a Dealer Managed Agreement.

Through this agreement Papé Material Handling has extended most favorable National Account level pricing to Longview Fibre, with provisions for the administrating dealer (Papé Material Handling) and for all other local dealers who will be responsible for delivering your equipment and maintaining the equipment as requested. All orders are to be placed with Papé Material Handling through the Portland, OR office. Papé Material Handling will be responsible for timely placement of factory orders and the coordination with the Hyster dealer network involving installation of new equipment at all Longview Fibre locations.

It is the responsibility of Longview Fibre to advise all their management of this agreement and to provide Papé Material Handling with up to date information regarding the affected Longview Fibre locations and contacts.

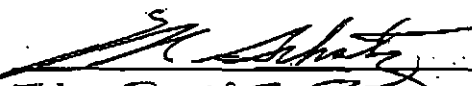
This is an agreement for outlining mutually beneficial purchasing procedures only. Longview Fibre is not required to purchase Hyster lift trucks nor is this a binding agreement. Papé Material Handling, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service your account. We will work hard to earn your continued trust and support. Should you have any questions regarding your major account program, please call me at 503-639-8910 or email me at jbakkensen@papemh.com.

We look forward to working with you and becoming a part of your continued success.

Sincerely,


Jim Bakkensen
Territory Manager
Papé Material Handling

Accepted by:


Title Sr. V.P. Production
Date 10-18-05

Cc: Dave Laird - Papé Material Handling
George Marshall - Hyster Company, Vice President





Longview Fibre Company

Value-Added Products • Sustainable Forestry

September 12, 2005

Pape' Group
7000 SW Sandburg Rd
Tigard, Oregon 97223

Attn: Jim Bakkensen

Longview Fibre Company has a Dealer Major Account with Hyster Corporation. We intend to utilize that account by purchasing all Hyster trucks through Pape' Group in Tigard, Oregon. Longview Fibre Corporate will process all orders which need to be a quantity of 6 to get the discounts.

Each individual dealer will be paid their royalties for the trucks ordered in their area. Trucks will be Shipped directly to each dealer. Blanket Purchase Orders, if not already written, will be applied to The individual dealer in the area where a Hyster truck has been ordered. The individual dealers will be Responsible for Preventative Maintenance and Service. Parts will be sold to each Branch at a 20% Discount per this agreement.

Sincerely,

Longview Fibre Lift Truck Team

CORPORATE OFFICES

300 Fibre Way • P.O. Box 639, Longview, WA 98632
Phone (360) 425-1550 • Fax (360) 575-5934 • www.longviewfibre.com

LVF

BRANCH CONTACTS

BRANCH ADDRESSES

28 Park Drive Amsterdam, NY 12010 E. H. Poulin, Plant Manager Scott Stevens, Plant Superintendent L. M Ruback, Office Manager 518-842-2450 Fax: 518-842-2605	510 5400 32nd Avenue South Grand Forks, ND 58201 G. G. Wentz, Sheet Plant Manager Tom Haupt, Superintendent Veronica Frisco, Office Mgr. 701-787-6400 Fax: 701-787-8410	430
P.O. Box 51570 Bowling Green, Ky 42102-5870 Dennis L. Fitzpatrick, Plant Manager Superintendent K.C Vandenberg, Office Manager 270-842-7800 Tammy House-Purch Fax: 270-842-7878	450 17400 Winton Road Leavenworth, Wa 98826 Don Ledbeter, Plant Manager Shaun Barton, Office Mgr 509-763-3759 Fax: 509-763-2744	110
4780 West Highway 56 Cedar City, Ut 84720 C.A. Maxfield, Plant Manager K. Cowan-Hanks, Office Manager Bill Lefebure, Superintendent 435-865-1756 Fax: 435-865-1760	360 P.O Box 666 Longview Wa, 98632 Dave Mally, Plant Manager Don Hammond, Superintendent Kay Clinch, Office Manager 360-575-5482 Fax: 503-244-1192	100.200.300
1601 Blair's Ferry Rd. N.E. Cedar Rapids, Iowa 52402 Steve Dutton, Plant Manager Bill Lefebure, Superintendent K.A. Koch, Office Manager 319-393-3610 Fax: 3-393-4781	410 3832 North Third Street Milwaukee, WI 53212 , Plant Manager Don Domine, Superintendent M.C Friesseke, Office Manager 414-264-8100 ax: 414-264-8111	400

BRANCH CONTACTS

APR-03-06 12:45PM FROM-PAPE MATERIAL HANDLING + T-214 P.008/009 F-867

5851 East River Road Minneapolis, Mn 55432 420 Todd Price, Plant Manager twprice@longfibre.com Jerry Cormier, Superintendent jicormier@longfibre.com Karen Shea, Office Manager kmshea@longfibre.com 763-571-4700 Fax: 763-571-4854	2200 N. Main Spanish Fork, Ut 84660 350 Stan Curtis, Plant Manager swcurtis@longfibre.com Dave Wride, Superintendent dewride@longfibre.com S.S Brown, Office Manager ssbrown@longfibre.com Bag Plant M.L Martin, Superintendent mlmartin@longfibre.com 801-798-7331 Vicki Hanks vhanks@longfibre.com Fax: 801-798-9473 Marva A Herbert
8511 Blaine Street Oakland, Ca 94621 310 Kevin Stibich, Plant Manager kcstibich@longfibre.com , Superintendent V.L. Carter, Office Manager vlcarter@longfibre.com 510-569-2616 Mike Boyle mmboyle - purch Fax: 510-569-8958 jpartridge (Joanne)	100 Palmer Ave West Springfield, Ma 01089 500 B.W. Tillotson, Plant Manager bwtillotson@longfibre.com Peter Negosanti, Superintendent panegosanti@lonfibre.com Tony Vinciguerra, Office Mgr. tvinciguerra@longfibre.com 413-733-2211 Fax: 413-734-0730
5901 E Marginal Way S Seattle, Wa 98124 320 Tom Craig, Plant Manager ldcraig@longfibre.com Belton Rogers, Superintendent bnrogers@longfibre.com Rebecca J. Waatt, Office Manager rjwaatt@longfibre.com 206-762-7170 Kirk Hopkins lkhopkins@longfibre Fax: 206-767-2442	348 South Park Ave., West Twin Falls, Id 83301 340 John King, Plant Manager jhking@longfibre.com Jeff Warner, SuperIntendent jdwarner@longfibre.com C.L Gibson, Office Manager clgibson@longfibre.com 208-734-2100 Julie K Ridley Fax: 208-734-4659 glphillips-Accounts Payable mdsmith trspaziano
1469 - 294th Road Seward, NE 68434 440 Plant Manager Alan R. Koll Casey Linstad, Superintendent cblinstad@longfibre.com , Office Manager 402-643-6100 Joyce - Purch. Clerk Fax: 402-643-6115	20 Cooper Lane Waltham, Ma 02453 610 D.M. Gorewitz, Plant Manager dmgorowitz@longfibre.com M. Duggan, Office Manager meduggan@longfibre.com 781-894-0040 Fax: 781-647-0738

BRANCH CONTACTS

T-214 P.009/009 F-867

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APR-03-06 12:45PM FROM-PAPE MATERIAL HANDLING

2001 Longfibre Avenue	330
Yakima, Wa 98903	
J.E. Jacobson, Plant Manager	jejacobson@longfibre.com
Kevin Russell, Superintendent	kwrussell@longfibre.com
S.L Cummins, Office Manager	slcummins@longfibre.com
509-248-4241	Patty Petrie - Purch plpetri
Fax: 509-457-6356	Margaret Tague mhtague (Peggy)



**MATERIAL
HANDLING**

Hyster Dealers for Longview Fibre Branch locations

Amsterdam, NY

Liftech Handling, Inc
2820 Curry Road Ext
Schenectady, NY 12303
518-356-5932 Phone
518-356-5892 Fax

Rep: Susan Brewster
Email: sbrewster@liftech.com
Cell: 518-859-7079
Gen Mgr: Bill Keogh

Bowling Green, KY

MH Equipment Company
585 Green Wood Lane
Bowling Green, KY 42104
270-842-3535 Phone
270-843-8323 Fax

Rep: Tony Mello
Email: tmello@mhequipment.com
Cell: 270-202-7326
Gen Mgr: Bart Helson

Cedar City, UT

Arnold Machinery
2100 South 2000 West
Salt Lake City, UT 84119
801-974-4000 Phone
801-974-4094 Fax

Nick Srogus
Email: nsrogus@arnoldmachinery.com
Cell: 801-910-5935
Mgr: Dave Eulberg deulberg@arnoldmachinery.com
Gen Mgr: Don Quinn

Cedar Rapids, IA

Iowa Machinery
4115 Thomas Dr. SW
Cedar Rapids, IA 52404
319-363-1736
319-363-7768

Rep: Mike Hanneman
Email: mhanneman@iowamach.com
Cell: 319-231-8987
Gen Mgr: Rich Tomkins

Grand Forks, ND

RDO Material Handling
6565 Gateway Dr.
Grand Forks, ND 58203
701-772-4842
701-772-9620

Rep: Gordy Juberigan
Email: gjuberigan@rdoequipment.com
Cell: 701-741-1024
Gen Mgr: Paul Sandstrom

Leavenworth, WA

Hyster Sales Company
4890 Contractors Drive
East Wenatchee, WA 98802
509-884-2934
509-884-7730

Rep: Butch Forsberg
Email: butch@hystersales.com
Cell: 509-669-1534
Gen Mgr: Ken Pollard





**MATERIAL
HANDLING**

Longview WA

Hyster Sales Company
7000 SW Sandburg St.
Portland, OR 97223
503-639-8910 Phone
503-620-1111 Fax

Rep: Jim Bakken
Email: jimb@hystersales.com
Cell: 503-806-2655
Gen Mgr: Dave Laird

Milwaukee, WI

MEE Material Handling
11721 West Carmen Ave
Milwaukee, WI 53225
414-353-3300
414-353-6327

Rep: Scott Paisley
Email: spaisley@meclift.com
Cell: 414-322-0413
Gen Mgr: Mark Heyrman

Minneapolis, MN

RDO Material Handling
2985 Lone Oak Circle
Eagan, MN 55121
651-905-7025
651-905-7035

Rep: Adam Christensen
Email: achristensen@rdoequipment.com
Cell: 612-845-2890
Gen Mgr: Blake Thornsberry

Oakland, CA

Hyster Sales Company
5031 Blum Road
Martinez CA 94553
925-372-5477
925-372-0829

Rep: Rick Shields
Email: rsields@hystersales.com
Cell: 925-382-1048
Gen Mgr: Ken Mader

Seattle, WA

Hyster Sales Company
9892 40th Ave South
Seattle, WA 98118
206-722-5800

Rep: Mike Kramer
Email: kramer@hystersales.com
Cell: 206-849-6434
Gen Mgr: Dave Pickard

Seward, NE

RDO Material Handling
4601 F Street
Omaha NE 68117
402-734-1260
402-734-3201

Rep: LeRoy Dickey
Email: ldickey@rdoequipment.com
Cell: 402-699-1088
Gen Mgr: Blake Thornsberry





**MATERIAL
HANDLING**

Spanish Forks, UT

Arnold Machinery
2100 South 2000 West
Salt Lake City, UT 84119
801-974-4000 Phone
801-974-4094 Fax

Rep: Nick Srogus

Email: nsrogus@arnoldmachinery.com

Cell: 801-910-5935

Mgr: Dave Eulberg deulberg@arnoldmachinery.com

Gen Mgr: Don Quinn

Twin Falls, ID

Arnold Machinery
464 S Washington Street
Twin Falls, ID 83301
208-733-1715 Phone
208-734-6924 Fax

Rep: Troy Andersen

Email: tanderson@arnoldmachinery.com

Cell: 208-731-0552

Gen Mgr: Ray Wooley

Waltham, MA

Hyster New England, Inc
159 Rangeway Road
North Billerica, MA 01862
978-670-3000
978-670-3030

Rep: Jerry Mello

Email: jmello@hysterneweng.com

Cell: 978-844-0683

Gen Mgr: Charlie Haywood

Yakima, WA

Hyster Sales Company
909 South 18th Street
Yakima, WA 98901
509-248-5636
509-453-4926

Rep: Bill Dorsett

Email: bed@hystersales.com

Cell: 509-952-7390

Gen Mgr: Ken Pollard

West Springfield, MA

Hyster New England, Inc
159 Rangeway Road
North Billerica, MA 01862
978-670-3001
978-670-3030

Rep: Peter Haywood

Email: phaywood@hysterneweng.com

Cell: 978-660-8466

Gen Mgr: Charlie Haywood

