



**HYSTER
COMPANY**

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

Jaime McNeill
Discount Administrator
Hyster Company, Greenville, NC

January 2, 2002

TO: CERTAIN HYSTER DEALER PRINCIPALS AND SALES MANAGERS
FROM: DAVE HOEHN, VICE PRESIDENT SALES, COUNTERBALANCED TRUCKS
SUBJECT: MAC PAPERS, INC.

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Mac Papers, Inc., and Barloworld Handling, 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 Barloworld Handling's office in Jacksonville, Florida. Mac Papers, Inc., will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Jeff Angevine at (904) 260-6105.

Sincerely,

HYSTER COMPANY

Vice President, Sales
Counterbalanced Trucks

Dave Hoehn

cc: Jeff Angevine, Barloworld Handling
John Callahan, Hyster Company

Enclosure(s)

MAC PAPERS

JACKSONVILLE
3350 PHILIPS HWY (32207)
P.O. BOX 5369
JACKSONVILLE, FL 32247
RON MULDER, OPS MGR
JACK ANTHONY, WHSE MGR
904-396-5312

ORLANDO
7601 KINGSPONTE PKWY (32819)
P.O. BOX 590115
ORLANDO, FL. 32859-0115
DAVID BUTCHER, OPS MGR
KEVIN MCQUEENY, WHSE MGR
407-370-5595

TAMPA
1701 N 50TH STREET (33619)
P.O. BOX 5657
TAMPA, FL. 33675
CRAIG SWANSON, OPS MGR
HENRY SIMONETTA, W MGR
813-247-3461

TALLAHASSEE
1425 COMMERCE BLVD, MIDWAY, FL 32343
P.O. BOX 2725
TALLAHASSEE, FL 32316
GRANT BETHEA, OPS MGR.
WALTER GREENE, WHSE MGR
850-574-3700

MIAMI
5900 N.W. 176th ST (33015)
P.O. BOX 172640
MIAMI GARDENS BRANCH
MIAMI, FL. 33017-2640
FORREST SLEEPER, OPS MGR
PAUL McGRAY, WHSE MGR
305-362-9699

WEST PALM BEACH
7970 CENT. IND. DR. N. (33404)
P.O. BOX 10676
RIVIERA BEACH, FL. 33419
JIM HORSTMAN, OPS MGR
CLARENCE BROWN, WHSE MGR
561-840-1900

ATLANTA
5850 TULANE DRIVE (30336)
P.O. BOX 43506
FULTON INDUST STATION
ATLANTA, GA. 30336
STEVE SMITH, OPS MGR
JON DAVIS, WHSE. MGR.
404-691-2255

NEW ORLEANS
9930 CHEF MENTEUR HIGHWAY
NEW ORLEANS, LA 70127
MITCH YOKUM, WHSE MGR
504-245-1411

SAVANNAH
4 MALL TERRACE
SAVANNAH, GA 31406
TERI AIKEN, MINI MAC MGR
912-352-4499

COLUMBUS
5045 MILGEN COURT (31907)
P.O. BOX 1280
COLUMBUS, GA. 31902
SAM SCARBROUGH, OFF. MGR.
JOE MESA, WHSE MGR
706-568-7600

BIRMINGHAM
200 PRINCETON PARKWAY W (35204)
P.O. BOX 2422
BIRMINGHAM, AL. 35201
TURK BENCE, OPS MGR.
205-788-2500

MONTGOMERY
6020 MONTICELLO DR. (36117)
P.O. BOX 240186
MONTGOMERY, AL. 36124
WAYNE GLASSCOCK, OPS MGR
LOVELL WILLIAMS, WHSE MGR
334-244-8018

GREENVILLE
4607 DAIRY ROAD (29607)
P.O. BOX 5128-STATION B
GREENVILLE, SC. 29606
WILLIAM JENKINS, WHS MGR
864-281-9911

MOBILE
5525 COMMERCE BLVD. W.
P. O. BOX 191207
MOBILE, AL 36619
GARY HAVEL, OPS MGR
CHARLIE BENNETT, WHSE MGR
334-443-5622

COLUMBIA
121 S. WOODSIDE PKW (29169)
P.O. BOX 2209
COLUMBIA, SC. 29171
MARK SCHLINKERT, OPS MGR
PHIL DANNER, W MGR
803-739-1000

HUNTSVILLE
4616 COMMERCIAL DRIVE NW
HUNTSVILLE, AL 35816
KEVIN HART, ASST. OPS.
256-864-2322

ASHEVILLE
130 VISTA BLVD. (ARDEN 28704)
P. O. BOX 1098
SKYLAND, NC 28776
JOHN MULDER, OPS MANAGER
828-684-5818

CHARLOTTE
1827 I-85 SOUTH (28208)
P. O. BOX 669108
CHARLOTTE, NC 28266
BUTCH LEWIS, OPS MGR
JACK HOGGARD, W MGR
704-393-1776

RALEIGH
3000 PERIMETER PARK DR, STE A (27560)
P. O. BOX 167
MORRISVILLE, NC 27560
BILL DAVIS, OPS MGR
LELAND MOSELEY, WHSE SUPV.
919-467-6076

GREENSBORO
4344 FEDERAL DRIVE, STE. 112 (27410)
P. O. BOX 18566
GREENSBORO, NC 27419
CECIL COLLINS, OPS MGR ✓
PETE COWARD, WHSE MGR.
336-856-7077

CHATTANOOGA
1320 APPLING STREET
P. O. BOX 5671
CHATTANOOGA, TN 37406
HERB RICE, OPS MGR
423-622-9400

JACKSON, MS
112 METROPLEX BLVD. (39208)
P. O. BOX 54562
PEARL, MS 39288
BUD HUSTON, OPS MGR
601-932-4499